Prairie Brand™
Accelerate Your Yield

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I am writing to you as a concerned farmer and seed company owner. I am a fourth generation farmer and my farm operation includes both purchased and cash rented land. Our company brand, "Prairie Brand Seed," markets corn, soybean, and alfalfa seeds throughout several Midwestern states. I have witnessed numerous changes over the course of the last 10+ years that have impacted agricultural productivity. We test all types of genetics and trait platforms on our farms, and we conduct P.E.T. (Prairie Elite Testing) trials throughout our company footprint. My farm and seed company have choices in the market that allow me to work with whoever brings me and my customers the best value.

We take pride in being an independent seed company, and we choose to work with whoever allows us the opportunity to give our customers the best products. Some of my own farm, along with a portion of our seed company's product portfolio utilizes some non Monsanto traits. When we choose to work with Monsanto it is because of the technology and value they bring to us. Most of my competitors must feel the same because many of their products are sold using Monsanto traits.

Today my farming operation uses technology to measure value. We have the latest yield monitors and mapping capabilities to evaluate the products as they are harvested. Farmers have choices and they will buy, as I do, based on what works best for them on their farms. These technologies allow farmers to be better informed buyers, and they as businessmen, will work with companies that give them the best return on their investments. I would also like to note that Monsanto has integrated their products into the market place without interruption to our export markets. Several of these technologies have helped to reduce risk at the grower level and increased productivity at the time we needed ethanol to bolster our fuel supplies and protein to fill the demand in the world markets. There could be implications non favorable if incentives to bring new innovation to the market place are minimized over squabbles between competitors and lack of respect pertaining to patents.

As a grower and a seed company owner, what I see is two large companies battling over market share. This competition is healthy for farmers, and seed businesses. If measures are taken to "level the playing field" because one of the companies feels it is behind the other we all lose. Both of these companies have been in a position of strength over the last twenty years, and that has been good for the farmer. It seems that a company on top is seldom popular with people, because the farmer often pulls for the underdog knowing that competition between companies is good in that it provides him with choices that are best for his farm.

I appreciate you taking time to read my comments, and thank you for your concern in this matter.

Brian Sansgaard
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